

*“Core Value is an excellent tool that made us think about things we hadn't thought of.”
Dale Novotny, President*

Core Value Assessment Helps Manufacturer Increase Value

ABOUT. Applied Industries is a not-for-profit sheltered workshop located in Longview, Washington. They currently have 8 employees and manufacture wooden pallets for a variety of industries.

THE CHALLENGE. Impact Washington, a NIST MEP affiliate, introduced the Core Value Assessment tool to Applied Industries as a way to help them improve their business. The tool looks at 18 drivers within an organization and Applied Industries hoped that it could help them position themselves for future growth.

MEP'S ROLE. After participating in the Core Value Assessment, Applied Industries created a succession plan, a strategic plan and customer satisfaction targets. All of these things helped them position themselves to grow in new industries, including Industrial Construction and Export. In the year that Applied Industries has used the Core Value Tool, they closed their value gap substantially.



RESULTS



\$300,000 of value added to the business



66% improvement adding over \$300,000



Rating of **90** out of 100

NEXT STEPS



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